

PEX PharmaSequence monthly report - July 2021

Total open market (sell-out report)

	July 2021	Change in comparison to			Cumulative YTD		Forecast		
		June 2021	January 2021	July 2020	2021	Change vs 2020	2021	Change vs 2020	Change vs 2019
Total turnover (PLN million)									
Total open market ¹	3 274	0.7%	14.2%	11.0%	22 289	2.5%	39 282	4.2%	5.7%
Rx reimbursed ²	1 062	0.4%	24.5%	4.8%	7 163	-1.3%	12 965	4.6%	2.4%
Rx nonreimbursed ³	838	1.8%	27.5%	21.6%	5 634	16.6%	8 868	5.0%	6.8%
Non Rx products ⁴	1 345	0.1%	1.2%	10.0%	9 299	-1.9%	17 112	3.3%	7.5%
Reimbursement									
Reimbursement value (PLN million)	800	1.0%	23.5%	3.8%	5 399	-1.5%	9 513	1.7%	0.2%
Reimbursement share In total turnover	24.4%	0.2%	8.2%	-6.5%	24.2%	-3.9%	24.2%	-2.4%	-5.2%
Reimbursement share In reimbursed sales	74.0%	0.3%	-0.3%	-1.1%	74.0%	-0.5%	72.1%	-3.0%	-2.5%
Average price per pack (PLN)									
Total ¹	24.0	0.5%	1.9%	5.3%	22.4	3.5%	22.8	3.5%	7.1%
For reimbursed Rx products ²	29.8	0.3%	2.2%	2.3%	29.8	2.3%	30.1	1.6%	4.7%
For nonreimbursed Rx products ³	30.8	1.0%	3.5%	7.3%	30.8	7.3%	29.5	-0.3%	9.6%
For Non Rx products ⁴	18.5	0.3%	0.6%	7.1%	18.5	7.1%	18.3	1.7%	7.2%
Average mark-up									
Total ¹	24.5%	-2.0%	1.1%	0.5%	24.6%	-0.4%	24.4%	-1.9%	-1.3%
For reimbursed Rx products ²	18.1%	-3.5%	-1.2%	-4.3%	18.5%	-2.7%	18.7%	-0.9%	-2.6%
For nonreimbursed Rx products ³	21.6%	-4.2%	2.7%	2.8%	22.0%	4.1%	21.0%	-2.0%	-1.1%
For Non Rx products ⁴	29.1%	-1.0%	6.5%	2.2%	28.7%	-1.1%	28.1%	-3.4%	-3.4%
Average pharmacy									
Number of patients in pharmacies	3 870	1.0%	19.4%	8.1%	25 340	-1.1%	44 530	1.0%	-4.7%
Total turnover (PLN thousand) ¹	247	0.8%	15.2%	13.6%	1 672	5.4%	2 956	6.8%	12.9%

- Total pharmacy turnover cumulative in PLN million -

2021	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2020	Total	Change vs 2020	Total	Change vs 2020	Total	Change vs 2020
January	2 867	-16.3%	853	-23.0%	657	-14.5%	1 329	-12.4%
February	5 820	-14.1%	1 823	-15.9%	1 508	-0.3%	2 437	-19.8%
March	9 351	-14.2%	2 950	-15.6%	2 366	0.2%	3 954	-20.4%
April	12 638	-7.6%	4 023	-9.3%	3 180	7.7%	5 326	-14.0%
May	15 766	-2.3%	5 044	-4.9%	3 973	13.1%	6 610	-8.1%
June	19 016	1.2%	6 101	-2.3%	4 796	15.8%	7 954	-3.7%
July	22 289	2.5%	7 163	-1.3%	5 634	16.6%	9 299	-1.9%
August								
September								
October								
November								
December								

Retail sales in PLN

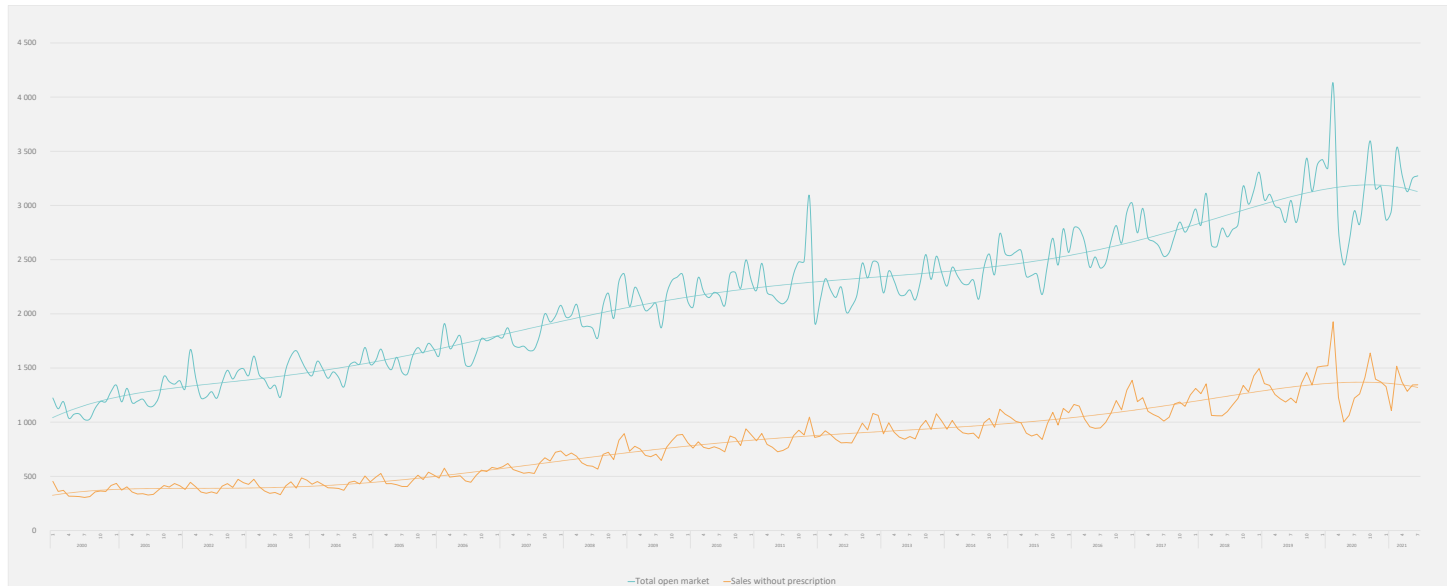
PEX PharmaSequence Sp. z o.o.,
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.

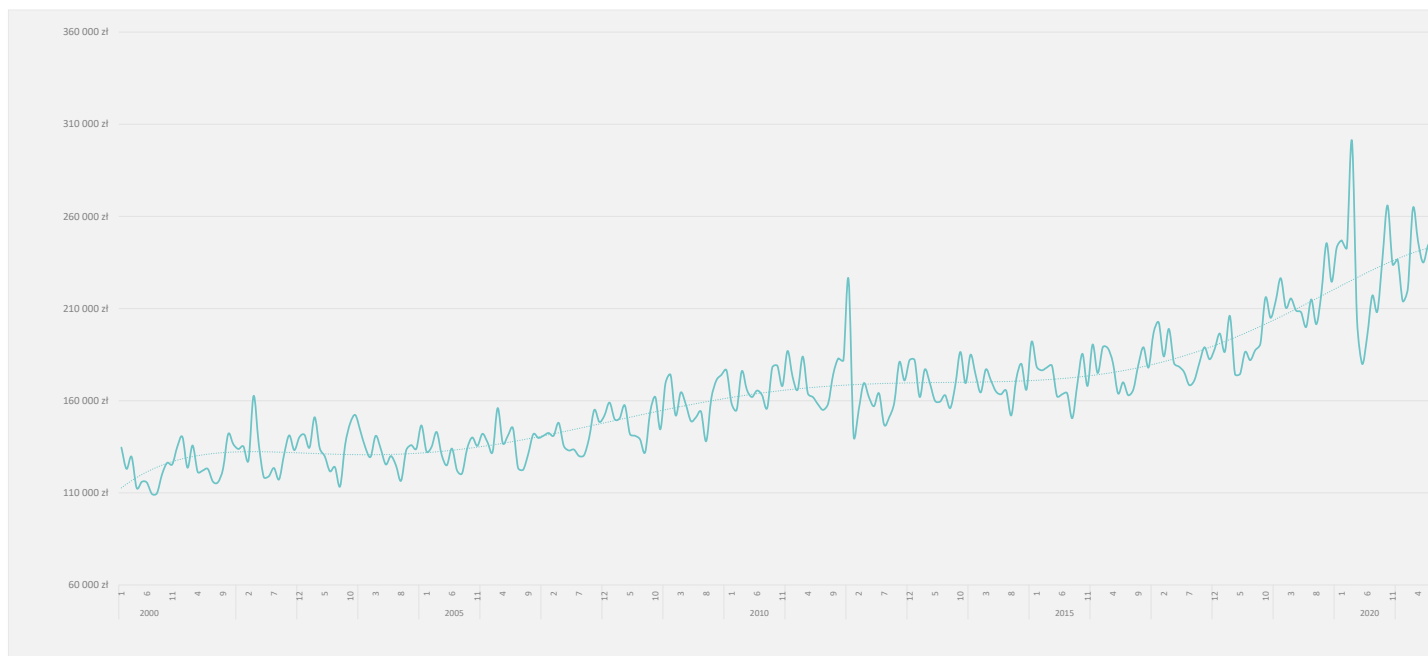
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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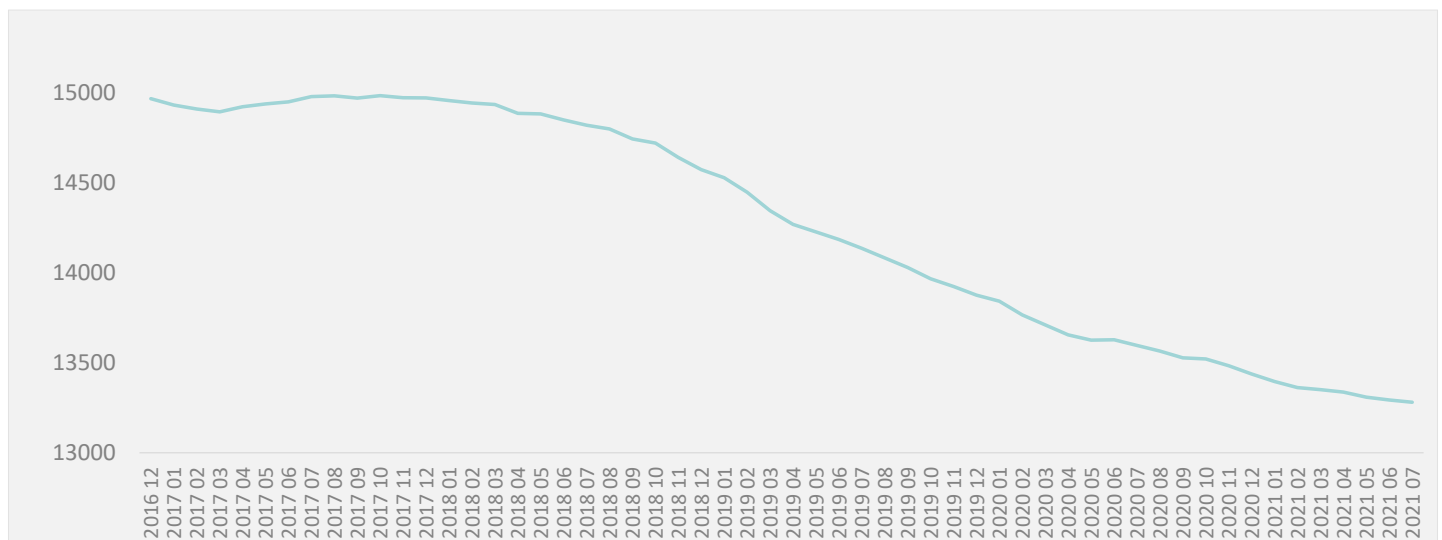
average pharmacy

	July'21	YTD'2021	June'21	Change		July'20	Change		YTD'2020	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	247	1 672	245	2.0	0.8%	217	29.5	13.6%	1 587	85.0	5.4%
Rx reimbursed ²	80	537	80	0.4	0.5%	74	5.5	7.3%	530	7.6	1.4%
Rx nonreimbursed ³	63	423	62	1.2	1.9%	51	12.4	24.5%	353	70.0	19.8%
Non Rx products ⁴	101	698	101	0.2	0.2%	90	11.4	12.7%	692	5.6	0.8%
Average price⁵ per pack (PLN)											
Total ¹	24.0	23.8	23.9	0.12	0.5%	22.8	1.2	5.3%	22.3	1.5	6.6%
For reimbursed Rx products ²	29.8	29.7	29.7	0.1	0.3%	29.1	0.7	2.3%	28.9	0.7	2.5%
For nonreimbursed products ³	30.8	30.3	30.5	0.3	1.0%	28.7	2.1	7.3%	27.9	2.4	8.5%
For Non Rx products ⁴	18.5	18.5	18.4	0.1	0.3%	17.3	1.2	7.1%	17.1	1.4	8.0%
Average mark-up*											
Total ¹	24.5%	24.59%	25.0%	-0.5%	-2.0%	24.4%	0.1%	0.5%	24.6%	0.0%	-0.2%
For reimbursed Rx products ²	18%	18.5%	18.7%	-0.6%	-3.5%	18.9%	-0.8%	-4.3%	19.0%	-0.5%	-2.5%
For nonreimbursed Rx products ³	22%	22.0%	22.6%	-1.0%	-4.2%	21.0%	0.6%	2.8%	21.2%	0.9%	4.1%
For Non Rx products ⁴	29%	28.7%	29.4%	-0.3%	-1.0%	28.5%	0.6%	2.2%	28.9%	-0.2%	-0.6%
Number of patients											
Total ¹	3 870	25 340	3 830	40	1.0%	3 580	290	8.1%	25 610	-270	-1.1%
For reimbursed Rx products ²	920	5 990	920	0	0.0%	830	90	10.8%	5 740	250	4.4%
For nonreimbursed Rx products ³	820	5 530	820	0	0.0%	730	90	12.3%	5 230	300	5.7%
For Non Rx products ⁴	3 090	20 410	3 060	30	1.0%	2 870	220	7.7%	20 940	-530	-2.5%
Number of pharmacies - summary[#]											
	13 280	13 332	13 293	-13	-0.1%	13 596	-303	-2.2%	13 688	-356	-2.6%

*Values in „Change – value“ for average mark-up in percentage points

[#] Number of pharmacies based on PEX's analysis.

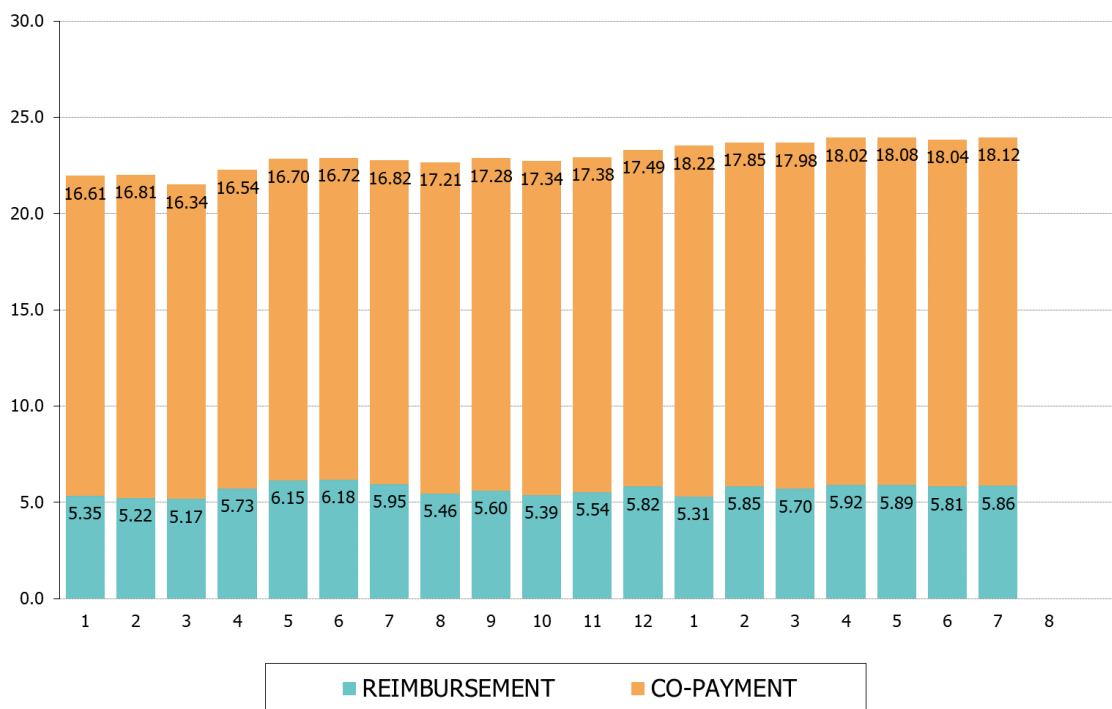
- Pharmacies on the open market -



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Price

- Structure of the average retail price⁵ -



All amounts are retail open pharmacy sales in PLN

Most important terms:

¹ Total open pharmacy market sales

² Total sales of Rx products covered by NHF reimbursement

³ Total sales of Rx products not covered by NHF reimbursement

⁴ Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.

⁵ The calculation of the average price is based on products categorized and included in the pharmacy data database operated by PEX PharmaSequence and Kamsoft (Omnibus) – they make up 97% of the pharmacy market.

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PEX PharmaSequence commentary

The pharmacy market in July 2021 saw sales go close to 3273.5m PLN. Value of sales compared to July 2020 grew by 323.2m PLN (+11%). Compared to June of 2021, sales grew by approximately 23.4m PLN (+0.7%).

Compared to the same period of 2020 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 49.1m PLN (+4.8%), sales based on non-reimbursed prescriptions grew by 148.7m PLN (+21.6%), the non-prescription segment grew by 122.8m PLN (+10%).

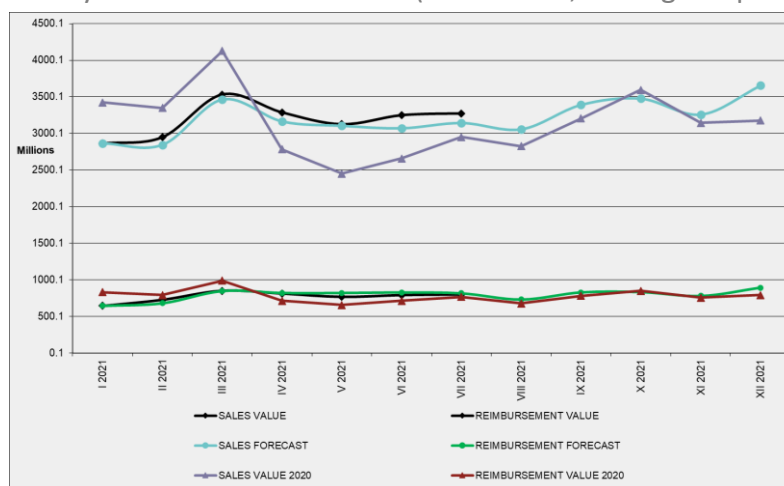
Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 4.7m PLN (+0.4%), value of non-reimbursed RX drugs grew by 14.7m PLN (+1.8%) and value of products sold without a prescriptions grew by 1.1m PLN (+0.1%).

The average retail drug price in July 2021 was 24 PLN and was 0.5% higher than the average price in the previous month, and 5.3% higher than the average price in July 2020. The average retail price of reimbursed prescription was 29.8PLN (+2.3% vs July 2020), 30.8PLN for non-reimbursed prescriptions (+7.3% vs July 2020) and 18.5PLN for products sold without a prescription (+7.1% vs July 2020).

Average pharmacy margin for all drugs in July 2021 was 24.5% and was higher by 0.5% than margin in the same period of 2020. Compared to June 2021, the average pharmacy margin was lower by 2%.

Drug reimbursement by the National Health Fund in July was in the amount 800m PLN, 3.8% more than in the same period of 2020. The level of patient copayment for reimbursed drugs in July was 24.4%, grew by 0.1p.p. compared to previous month.

- Monthly turnover value forecast (PLN million, retail gross prices) -

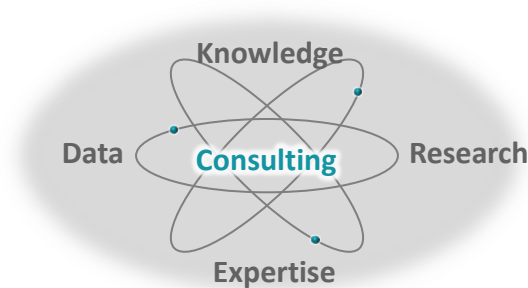


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About us

PEX PharmaSequence is a Polish **consulting and research** company with its own wide-ranging resources of market data. We specialize in services for entities operating in the broadly defined healthcare market.

As a result of numerous projects, carried out over **almost 20 years** of the company's operations on the Polish market, for innovative, generic, and OTC producers, PEX PharmaSequence has gained unique expertise that allows us to provide our Clients with valuable support.



It is not without significance that our team, comprising **60+ people**, has the benefit of experience gained in service companies specializing in the pharma sector, as well as industry experience acquired in local and global pharmaceutical companies.

Our expertise and competencies as well as our **knowledge of the Polish pharma** market enable us to develop proposals and efficiently carry out projects, which offer added value to our Clients' business decisions.

We would like to hear from you!

A grey rounded rectangular box containing contact information. At the top left is a small icon of a laptop with a bar chart. To its right is the text "www.pexps.pl more info". Below this is a small icon of a person with three question marks above their head. To its right is the text "Ask us a question: solutions_by_pex@pexps.pl 22 886 47 15".

Published on the 17th of August 2021, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

